

## A NOTE FROM THE PRESIDENT

Founded in 1985 by four rural hospitals, CMDI has grown significantly and today, serves 84 member-owner hospitals, their patients and the communities which together, we are called to serve.

Since our inception, CMDI has been dedicated exclusively to the needs of our member-owner hospitals, bringing purchasing power, flexibility, and an unconditional commitment to service level responsiveness. At a time when capital preservation is critical for hospitals and health systems across the country, CMDI allows our member-owner hospitals to preserve that capital and deploy it for other strategic priorities. We provide turnkey and flexible operating arrangements to meet our members' imaging needs, doing so within a cooperative model in which ALL profits are allocated back to member-owner hospitals—and not some for-profit financing organization.

We also know that member-owner hospitals cannot take care of critically ill patients when a scanner is down and that is why, regardless of time of day or day of week, we pride ourselves in ensuring our members are back up and running as soon as possible, no questions asked—and the hospital will never see a bill for expensive after hours service calls as CMDI assumes that risk. Our model has also helped many hospitals acquire a level of imaging technology which they likely would not have been able to achieve on their own. Flexible upgrade paths, responsiveness, and a member-first commitment is what we do, all in the interest of the patients and communities our hospitals serve.

There is no cost to join CMDI and we serve not-for-profit hospitals exclusively (including city, county and district ownership). Our membership is comprised of both independent and system-based hospitals. Members earn an equity interest in CMDI based upon their pro rata utilization of services and semi-annual equity distributions are made based upon that respective equity position. **CMDI has distributed in excess of \$62 million back to our members in the past 5 years alone.**

Finally, having served as a former hospital CEO for 23 years prior to assuming my role as President of CMDI, I have experienced firsthand the benefit and value which CMDI brings. I would welcome the opportunity to visit further with you about our history, our philosophy, and our commitment—and to better understand how we can assist in meeting your imaging needs.



**CHAD COOPER**  
PRESIDENT & CEO

## CMDI Member-Owner Hospitals

### MINNESOTA

Appleton Area Health  
Aspirus Lake View Hospital  
Astera Health  
Avera Granite Falls Health Center  
Bigfork Valley Hospital  
CCM Health  
CentraCare Health – Benson  
CentraCare Health - Long Prairie  
CentraCare Health - Melrose  
CentraCare Health - Monticello  
CentraCare Health - Paynesville  
CentraCare Health - Redwood  
CentraCare Health - Sauk Centre  
CHI St. Francis Health  
CHI St. Gabriel's Health  
CHI St. Joseph's Health  
Community Memorial Hospital  
Cook Hospital & Care Center  
Cuyuna Regional Medical Center  
Ely Bloomenson Community Hospital  
Essentia Health - Deer River  
Essentia Health - Moose Lake  
Essentia Health - Northern Pines  
Essentia Health - Sandstone  
Essentia Health - St. Mary's  
Fairview Range Medical Center  
Glacial Ridge Health System  
Glencoe Regional Health  
Grand Itasca Clinic & Hospital  
Hutchinson Health  
Kittson Healthcare  
Lake Region Healthcare – Elbow Lake  
Lakewood Health System  
LifeCare Medical Center  
M Health Fairview Lakes Medical Center  
M Health Fairview Northland  
Medical Center  
Madison Healthcare Services  
Mahnomen Health  
Meeker Memorial Hospital & Clinics  
Mille Lacs Health System  
North Shore Health  
Olivia Hospital & Clinic  
Olmsted Medical Center  
Ortonville Area Health Services  
Perham Health  
Pipestone County Medical Center  
Rainy Lake Medical Center  
Ridgeview LeSueur Medical Center  
Ridgeview Sibley Medical Center  
Rivers Edge Hospital & Clinic  
RiverView Health  
Riverwood Healthcare Center  
Sanford Bagley Medical Center

Sanford Wheaton Medical Center  
Sleepy Eye Medical Center  
St. Luke's Hospital  
United Hospital District  
Welia Health  
Windom Area Health

### WISCONSIN

Burnett County Medical Center  
Edgerton Hospital & Health Services  
Memorial Hospital of LaFayette County  
Mile Bluff Medical Center  
Osceola Medical Center  
Prairie Ridge Health  
Reedsburg Area Medical Center  
Richland Hospital  
Sauk Prairie Healthcare  
Southwest Health  
St. Croix Health  
Tamarck Health Ashland Medical Center  
Tamarck Health Hayward Medical Center  
Western Wisconsin Health

### INDIANA

Cameron Memorial Community Hospital

### IOWA

Floyd County Medical Center  
Osceola Regional Health Center  
Veterans Memorial Hospital

### KANSAS

Citizens Medical Center

### NEBRASKA

Brodstone Healthcare  
Sidney Regional Medical Center  
Thayer County Health Services

### NORTH DAKOTA

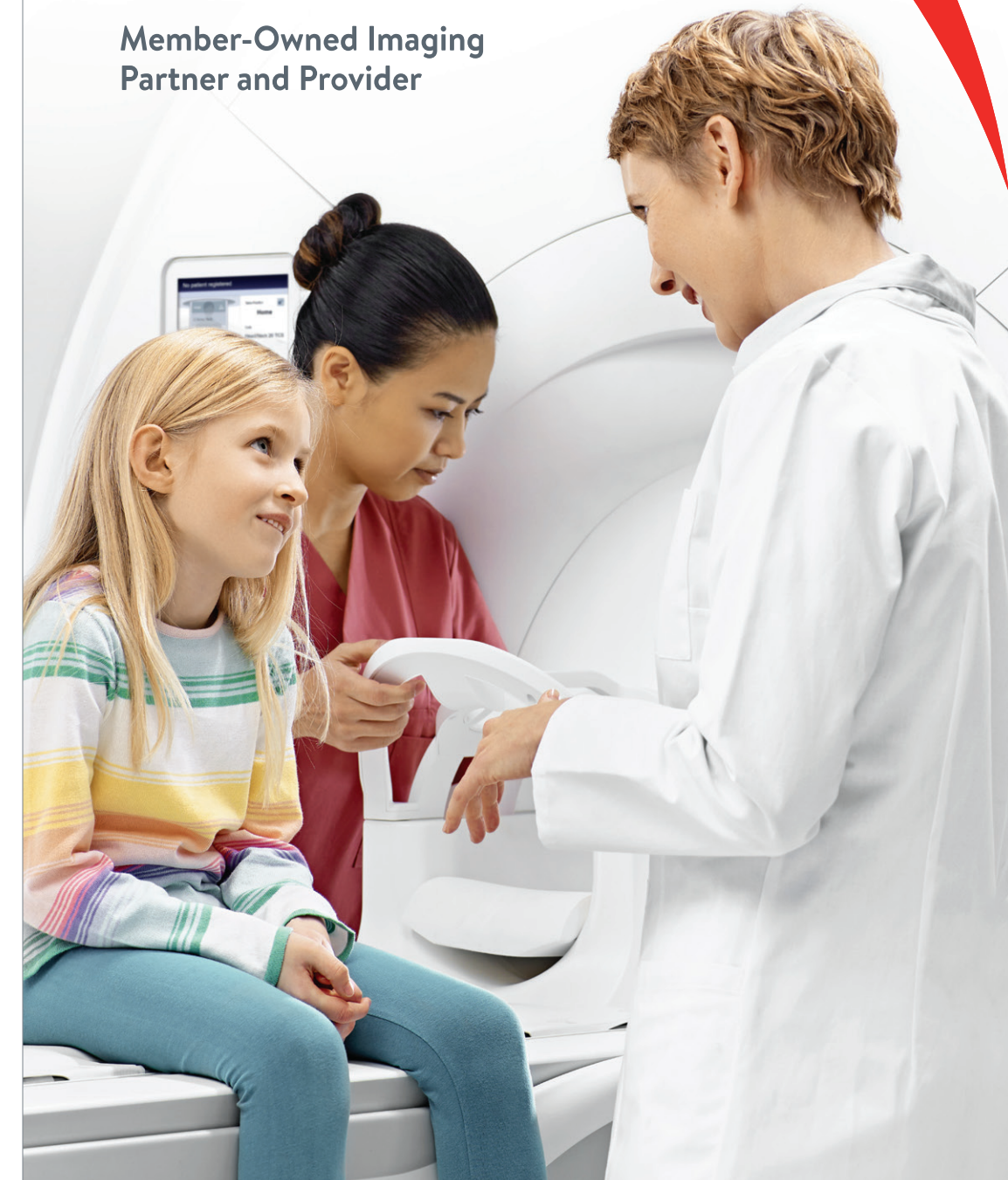
CHI Lisbon Health  
CHI Oakes Hospital  
Jamestown Regional Medical Center



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# Flexibility. Capital Preservation. Responsiveness.

Member-Owned Imaging  
Partner and Provider





“

CMDI has allowed us to achieve a level of diagnostic imaging capabilities that we would never have been able to achieve on our own.”

CEO, CMDI Member Hospital

## ABOUT CMDI

- Non-profit, hospital-owned cooperative.
- 84 member hospitals across 90 locations.
- CMDI purchases the equipment and provides it back to the hospital on a fee per scan basis, with 24/7 full-service coverage provided within the fee per scan; the hospital will never receive a bill for service.
- Member hospitals earn equity in CMDI as ALL profits are allocated back to the hospitals via the cooperative structure.
- Semi-annual cash distributions are paid back to the member hospitals based upon their equity position within CMDI; on average, approximately \$11.5 million in cash distributions is allocated back annually, effectively reducing the true cost per exam for the member hospital.
- CMDI provides any fixed and/or parked imaging equipment a hospital may need—CT, MRI, Ultrasound, Mammography, Digital X-Ray, Nuclear Medicine, Bone Densitometry, PET/CT, Linear Accelerator.
- Flexibility within service agreements as needs evolve and change.
- Governing Board comprised exclusively of member hospital CEO's.
- Chad Cooper, President of CMDI, was a hospital CEO for 23 years prior to assuming his current role at CMDI.

**\$62 MILLION**  
**TOTAL CASH**  
**DISTRIBUTIONS**  
BACK IN PAST 5 YEARS

**400,000+**  
**SCANS**  
**PERFORMED**  
ANNUALLY BY MEMBERS

## NUMBER OF UNITS BY MODALITY

- 64** CT scanners
- 35** MRI scanners
- 50** Mammography systems
- 47** Ultrasound/Echo systems
- 33** Digital Radiography systems
- 16** Nuclear Medicine cameras
- 11** Bone Densitometry
- 1** Linear Accelerator

## As a member/owner of CMDI, you benefit from:

- 1 State-of-the-art imaging equipment with no capital outlay**
- 2 Full-service coverage included in service level agreements**
- 3 Pro rata share of ALL profits within the cooperative**
- 4 Established vendor relationships and flexible upgrade paths**
- 5 CMDI works with the hospital's vendor of choice**
- 6 Flexibility, ownership, and peace of mind**

“

We recently had an external event which resulted in our CT scanner going down hard. Within 24 hours CMDI had their mobile CT on-site along with their CT trainer who worked alongside our staff for the next four days to get them fully acclimated. CMDI's responsiveness was awesome and that is one of the reasons we continue to work with them for our imaging needs.”

Executive Director of Ancillary Services, CMDI Member Hospital



“

Collaborating with CMDI has allowed us to continue to obtain new equipment, leaving dollars available for other improvements in the organization.”

VP of Ancillary Services, CMDI Member Hospital

## CMDI SERVICES

- Computerized Tomography (CT)
- Magnetic Resonance Imaging (MRI)
- Mammography
- Echocardiography
- Ultrasound
- Bone Densitometry
- Nuclear Medicine
- Digital Radiography
- Linear Accelerator
- Other Customized Solutions

## NEXT STEPS

Schedule a consultation with **Chad Cooper**, [chad.cooper@cmdi.org](mailto:chad.cooper@cmdi.org) or call (320) 983-6327.

